

Message Text

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PAGE 01 ALGIER 02679 041025Z

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TAGS: BTRA, AG

SUBJ: SONACOME INDUSTRIAL VEHICLE & DIESEL ENGINE PLANT

REFS: (A) STATE 247101 (B) STATE 255719

(C) ALGIERS A-034

1. SONACOME HAS A NUMBER OF PROJECTS WHICH WILL NEED
DIESEL ENGINES. THE CALL FOR PRELIMINARY QUALIFICATIONS
ON THREE PROJECTS WENT OUT SEPTEMBER 20, 1974 WITH
A TWO MONTH DEADLINE FOR COMPANIES TO EXPRESS THEIR
INTEREST AND PROVE QUALIFICATIONS. THEN QUALIFIED COMPANIES
WERE REQUIRED TO SUBMIT COMPLETE OFFER BY JUNE 20,
1975.

2. MR. ZEKRI, TECHNICAL DIRECTOR FOR THE DIESEL ENGINE
PLANT PROJECT SAID IT WAS NOT REPEAT NOT TOO LATE
FOR CUMMINS TO PARTICIPATE IN ALGERIAN DIESEL ENGINE
PROJECTS. HE IS EXPECTING WORD FROM CUMMINS. ADDRESS
IS SONACOME, DIRECTION PLANIFICATION ET DEVELOPPEMENT,
INDUSTRIEL, ROUTE 1, BIRKADEM, ALGIERS, ALGERIA;
CABLES: SONCOME ALGER; TELEX: 52800.

3. EMBASSY POUCHING DECEMBER 3, TENDER DOCUMENTS TO
M. WELLS, USDOC.

4. TENDER DOCUMENTS SET FORTH ALGERIAN GOALS FOR
1981 AND THEN PROJECTS TO MEET THESE GOALS AS
FOLLOWS:
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PAGE 02 ALGIER 02679 041025Z

INTERNAL ALGERIAN MARKET FOR INDUSTRIAL VEHICLES
IN 1981

42,000 TRUCKS OF 3 AND 5.35 TONS CAPACITY

1,000 BUSES OF 45 SEATS

600 LARGE BUSES OF 100 SEATS

300 SMALL BUSES OF 20-25 SEATS

100,000 DIESEL MOTORS OF 10-1000 HP

THE ROUIBA COMPLEX (BEING BUILT BY BERLIET, WITH FIRST PRODUCTION AT THE END OF THIS YEAR, BUT ALREADY UNDER EXPANSION) WILL PRODUCE IN 1981

8,000 TRUCKS

500 BUSES

300 LARGE BUSES

THE CONSTANTINE COMPLEX (BEING BUILT BY DEUTZ, ALREADY IN PRODUCTION BUT BEING EXPANDED) WILL PRODUCE 20,000 SMALL DIESEL ENGINES PLUS TRACTORS.

THE PRESENT OFFER IS TO FILL THE GAP IN THE GOALS FOR

1981 OR

34,000 TRUCKS

500 BUSES

300 LARGE BUSES

300 SMALL BUSES

80,000 DIESEL MOTORS OF 10-1000 HP

PRODUCTION OF THESE PRODUCTS WILL BE IN THREE PLANTS- HEAVY TRUCKS AT SETIF, LIGHTER TRUCKS AT TIARET AND DIESEL ENGINES AT AIN-OUSSALAH. THE DIESEL ENGINE PRODUCTION UNIT WOULD MEET ALGERIAN INDUSTRIAL VEHICLE NEEDS AS WELL AS OTHER USES-AGRICULTURE, MARINE, COMPRESSORS AND PUMPS.

ZEKRI SAID SONACOME PREFERENCES ONE COMPANY BUILD ALL PLANTS BUT IT WILL DIVIDE PROJECTS UP IF NECESSARY.

5. EMBASSY SUGGESTS CUMMINS EXPRESS THEIR INTENT IMMEDIATELY. IF INTERESTED, CUMMINS SHOULD THEN SCHEDULE VISIT TO ALGIERS TO TALK TO SONACOME. IT UNCLASSIFIED

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PAGE 03 ALGIER 02679 041025Z

SHOULD BE REALIZED THAT BERLIET AND DEUTZ BOTH HAVE A LEAD IN MARKET WITH THEIR EXISTING CONTRACTS. IN ALGERIAN, VIEW, A COMPANY'S COMMITMENT TO ALGERIAN DEVELOPMENT IN AN INDUSTRIAL FIELD IS TO BE REWARDED BY CONTINUING MARKET IN ALGERIA.

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